

SOLUTION

# Operational Excellence

Be Agile. Grow Faster.

## Does your organisation struggle to:

- Respond to rapidly changing customer needs
- Reduce operating costs and deliver on time to customers
- Sustain performance improvement year over year
- Transform multi-site facilities into efficient operations
- Attain cost synergies with new acquisitions

## With the TBM approach to operational excellence, you will:

- Achieve greater levels of flexibility and responsiveness to fuel growth
- Improve customer satisfaction, expedite new product development, improve cross-functional execution, and accelerate acquisition and integration
- Build a sustainable competitive advantage
- Free-up cash, space, and human resources to focus on expansion and growth
- Grow your bottom line 2x faster than the top

## Realise short- and long-term process improvements.

**Lean Transformation:** TBM pioneered the Lean revolution, making Lean the standard for enterprises like Carlisle Companies, Vermeer Corporation, and Alstom. Lean transformations can turn your organisation into a competitive powerhouse in 18-24 months. You get a roadmap that aligns performance improvements to strategic objectives. Your people learn to think Lean and continually drive results.

**Targeted Performance Improvement:** Make dramatic performance improvements that impact customer satisfaction. We map out value streams for inventory, throughput, supply chain efficiency, warehouse/distribution, value engineering, or new product development enhancements. Then we build functional teams to deliver safety, quality, delivery, or cost improvements.

**Short-Term Cost-Out/Cash Flow Improvements:** Make significant improvements to inventory, receivables, floor space, quality, or energy consumption in six months or less, potentially freeing up millions in annualised savings. We help you improve agility in the short term while competitively positioning you for long-term achievement.

**Back Office Transformations:** Drive improvements in administrative processes throughout your business, including HR, financial, sales and marketing, customer service, and product development. You'll be able to grow your business and improve service without increasing SG&A.

**Maintenance Excellence:** Operating efficiency can't be achieved without proper maintenance. TBM helps you implement a data-driven strategy and the right leadership capabilities needed to maximise equipment availability, optimise capacity, meet demand, and control costs. →

Operational excellence goes beyond cutting costs, driving flexibility, agility, and responsiveness to fuel growth. We help establish ground-up process improvements that enable your business to grow its bottom line 2x faster than its top.

## Operational Excellence Results

### PACTIV →

#### Leveraging Operational Excellence to Enable Aggressive Growth

- Improved raw material pass-through, cost-saving initiatives, and supported organic growth and acquisitions
- Improved revenue by 17% and EBITDA by 38%
- Eliminated \$250 million in costs

### GLATFELTER →

#### Accelerating Realisation of Continuous Improvement Benefits

- Created and rolled out a continuous improvement roadmap
- Launched a model site featuring daily management, strategy deployment, and KPI management system
- Actual results as a percentage of net sales exceeded target by over 50%

### WIKA INSTRUMENT CORP →

#### Weathering the Recession and Setting New Sales Records

- Avoided excessive inventory and maintained profitability during global recession
- Productivity gains enabled growth without adding headcount, generating \$7 million in annual costs savings
- Successfully managed 30% sales growth post recession

## Make rapid improvements and sustain your advantage.

Our consultants are some of the few who still get our hands dirty, working shoulder-to-shoulder with your leaders and employees at the point of impact. Our hands-on approach is the key to rapid, meaningful results. We help you generate financial impact right away, while integrating training and enabling technologies to help you sustain change and growth long term.

### The TBM Approach to Operational Excellence

#### Diagnose

Seasoned consultants tour your facility and ask the right questions to understand your situation and quickly hone in on your biggest operational challenges. We map out value streams to help you understand your greatest opportunities for improvement.

#### Implement

We implement operational excellence initiatives at the ground floor, tackling your biggest challenges first to start driving immediate financial results, then extending improvement to other areas of your business.

#### Train

We train your operational leaders and employees along the way, developing skills and confidence for leading and maintaining change and building on improvements.

#### Install

By installing a [Management System](#) process, we connect operational excellence initiatives to business objectives and give your team tools for daily execution, problem solving, and accountability.

Be agile. Grow faster with TBM. →

## Speed wins every time.

TBM specialises in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3–5x faster than your peers.

